

**RJ REYNOLDS**

TOBACCO COMPANY

June 24, 1997

RJR Account #315288  
Mr. B. Grismore  
DOWLINGS, INC.S. R. MacLEOD  
Region Operations Mgr180 Lawrence Bell Drive  
Suite #100  
Williamsville, NY 14221  
(716) 634-8232  
Fax (716) 634-5145**AUGUST WINSTON B2G2F / PROMOTION #700466**

Dear Bud:

WINSTON B1G1F product has been ordered (see quantities listed below), as well as BQ skus of B2G2F sleeves (item #526982) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

UPC Code	WINSTON Brand Style	#/ (6M) Cases
12300-24091	Box	B1G1F 12
12300-24092	Light Box	12

Product PO # 714A; Displays PO # 714B 7177-0309  
Product / Premium Arrival: July 14, 1997

Ship Date to Retail: Week of: July 28, 1997

SKU CUBE: 1.4360

SKU WT (w/o Product): 3.7500 lbs

Retail Sales Offer per Sku: 20 units

Billing per Sku: 4 Full Price Cartons

EFT \$ Amount: \$2,528.00

Non-EFT \$ Amount: N/A

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